

ROUTING AND TRANSMITTAL SLIP

18 July 1988

DDA subject

TO: (Name, office symbol, room number, building, Agency/Post)		Initials	Date
1. DIRECTOR OF LOGISTICS		<i>mm</i>	
2.			
3.			
4.			
5.			
Action	File	Note and Return	
Approval	For Clearance	Per Conversation	
Requested	For Correction	Prepare Reply	
Circulate	For Your Information	See Me	
Comment	Investigate	Signature	
Coordination	Justify		

DDA. 153 3X-PP

REMARKS

FOR ACTION: PLEASE PROVIDE APPROPRIATE RESPONSE

WITH A DROP COPY TO DDA.

NOTE: THIS WAS GIVEN TO [] OVER THE PHONE

ON 18 JULY. NOTE POSTMARK ON ENVELOPE.

SUSPENSE: 26 JULY 1988

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

FROM: (Name, org. symbol, Agency/Post)

Room No.—Bldg.

EXA/DDA

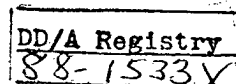
Phone No.

U.S. Government Printing Office: 1967 O-246/60000

OPTIONAL FORM 41 (Rev. 7-76)
Prescribed by GSA
FPMR (41 CFR) 101-11.206

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DELPHIC associates
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7700 LEESBURG PIKE, #250, FALLS CHURCH, VA 22043 (703) 556-0278

12 June 1988

Mr. Ray Huffstutler
Deputy Director for Administration
Central Intelligence Agency
Room 7 D 24 Headquarters
Washington, DC 20505

Dear Mr. Huffstutler:

Two months ago we wrote the attached letter to the DDI Contract Office asking for an opportunity to bid on the FASAC multiyear proposal which SAIC has enjoyed on a sole-source basis for some years. (Attachment A)

We believe that we can do the work as well if not better at lower cost to the US government.

We received no answer to this letter and in response to our telephone inquiry today were told by [] of the DDI Contract Office that the FASAC contract was "to be awarded tomorrow" to SAIC as they have invested their company's resources on this project. (our inter-office memo re: this telecon is Attachment B)

STAT

In a very similar case, we were told last year even though we had performed well in connection with the emigre monographs for 7 years, the Agency desired to issue a competitive bid so as to afford others the opportunity to demonstrate their ability. Delphic then won the resulting competition. It seems to me that the same standards should apply to the FASAC contract.

In light of our 2 months old request to bid on the FASAC contract which was disregarded by the Contract Office, I ask that you delay the awarding of the FASAC contract until we have been given the opportunity to submit our bid. If, as Cole states, the award was actually made on the 13th, please advise me of the existing appeal procedures.

Sincerely,

Gerold Guensberg
Director

GG:pih

S

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7700 LEESBURG PIKE, #250, FALLS CHURCH, VA 22043 (703) 556-0278

13 May 1988

Mr. David R. Benson
P.O. Box 4446
Brookland Station
Washington, DC 20017

Dear Mr. Benson:

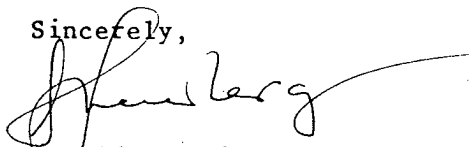
The Central Intelligence Agency (OSWR) has for some years been contracting with SAIC for the production of reports known as FASAC studies. The present COTR for this project is

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The FASAC studies are assessments of Soviet (and from time to time other foreign countries) scientific and technical developments. These assessments are performed by US experts evaluating Soviet unclassified literature.

As you know this is a field in which Delphic has specialized over the past 8 years, during which period Delphic has consistently produced a superior product at below competitive prices. We therefore wish to go on record that we be given the opportunity to bid competitively for the next FASAC contract.

Sincerely,


Gerold Guensberg
Director

ATTACHMENT B

July 12 1988

1100 Tuesday

P to



STAT

Re: letter to [redacted] dated 13 May 1988 stating intention to bid on FASAC contract

STAT

GG - why have we received no answer re FASAC?

ANSWER -- 1) [redacted] handles FASAC

STAT

2) if [redacted] had received the letter it would have gone to the review board; he wouldn't have handled it.

STAT

3) this has not been made competitive because:

a) the firm doing the FASAC studies has agreed to do them and of course has invested a great deal of money. (it is rather logical that they must be given time to write off the expense)

when a company that invests has a great deal of overhead and produces satisfactory reports, they tend to automatically retain the contract

4) the review board approved a 2 year contract; it has been negotiated, and will, in all likelihood, be awarded tomorrow.

5) these decisions were made long before he arrived and, although he would like very much to help, his hands are tied (see note 4).

P.

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7700 LEESBURG PIKE, #250, FALLS CHURCH, VA 22043

WALLACE COMPUTER SERVICES, INC.



Fold at line over top of envelope to the right
of the return address.

CERTIFIED

57 233 656

MAIL



Mr. Ray Huffstutler
Deputy Director for Administration
Central Intelligence Agency
Room 7 D 24 Headquarters
Washington, DC 20505